



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

Posted 05/28/2015 JW
Posted 06/03/2015 JW

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, June 4, 2015 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – May 7, 2015
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding ARELLO Standards and Certification
 - 3.2 Discussion Regarding Committee Composition and Upcoming Vacancies
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Delaware School of Real Estate
 - 4.2.1.1 Course Title: Sold Listing Strategies
Credit Hours: 3.0
Module: 7
 - 4.2.2 Course Provider: Long & Foster Institute of Real Estate
 - 4.2.2.1 Course Title: Delaware Landlord-Tenant Code
Credit Hours: 3.0
Module: 6
 - 4.2.3 Course Provider: New Castle County Board of REALTORS®
 - 4.2.3.1 Course Title: Agency & Fair Housing – A Professional Double Hitter
Credit Hours: 3.0
Module: 1
 - 4.2.3.2 Course Title: Understanding the Agreement of Sale

Credit Hours: 3.0
Module: 3

4.2.3.3 Course Title: Legislative Issues for REALTORS®
Credit Hours: 3.0

Module: 5

4.2.3.4 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6

4.2.4 Course Provider: Qwest Credit Enhancement/Curtis Henderson

4.2.4.1 Course Title: Credit 101
Credit Hours: 3.0
Module: 7

4.2.5 Course Provider: Wooding Real Estate Group

4.2.5.1 Course Title: Cool Tech Tools: Free and Almost Free Tools to Help Grow
Your Business
Credit Hours: 3.0
Module: 7

*4.2.6 Course Provider: Delaware Association of REALTORS®

4.2.6.1 Course Title: Real Estate Safety Matters: Safe Business – Smart Business
Course
Credit Hours: 3.0
Module: 7

*4.2.7 Course Provider: Sussex County Association of REALTORS®

4.2.7.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

4.2.7.2 Course Title: NAR Ethics
Credit Hours: 3.0
Module: 2

4.2.7.3 Course Title: Legal Issues for Rental Agents and Brokers
Credit Hours: 3.0
Module: 5

4.2.7.4 Course Title: Show Me The Money!
Credit Hours: 3.0
Module: 5

4.2.7.5 Course Title: DSHA Homeownership Financing Programs
Credit Hours: 3.0
Module: 7

4.2.7.6 Course Title: Cool Tech Tools
Credit Hours: 3.0

Module: 7

4.3 Review of Instructor Applications

4.3.1 Michael DeNote

Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

4.3.2 Joseph Fisher

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Zoning; Finding Comparable Properties; Multi Family Analysis; Highest and Best Use; Competitive Market Analysis; Bulk Land Analysis

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Law; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

4.3.3 Richard Forsten

Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

4.3.4 Joseph Giordano

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Common Listing Problems and Objectives

Pre-Licensing Course: Real Estate Law

4.3.5 Curtis Henderson

Continuing Education: Module 7 – Credit 101; Exploring FICO; FICO Scoring

4.3.6 David Knox

Continuing Education: Module 7 – Sold Listing Strategies

4.3.7 Patricia Moyer

Continuing Education: Modules 2, 6, & 7 – Professional Enhancement; Green 100; Green 200; Green 300; Short Sales; Seller Representation; Ethics; ABR; New Home Construction; SRES; Sustainable Housing and Building Green; Effective Negotiating; Network & Referral Systems

4.3.8 Flora Rubin

Continuing Education: Modules 1, 4, 6 & 7 – ABR; Agency Topics; Road to Court; The Fine Art of Puffery and Fraud; Pre-Listing Property Inspections; Fair Housing Topics

4.3.9 Wendie Stabler

Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

4.3.10 Robert Whetzel

Continuing Education: Module 7 – Land Use Law: Subdivision, Annexation, Zoning

*4.3.11 Virgil Bullis, Sr.

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules: 1, 3, & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Financing; Ethics; Real Estate Investment; Mathematics

*4.3.12 William Lucks

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7 – Finance 101 for REALTORS®; Mortgage Financing Issues; Real Estate Safety Matters: Safe Business= Smart Business

*4.3.13 John Tarburton

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 3 & 7 – Foreclosure

Pre-Licensing Course: Orientation; Real Estate Sales, Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

4.4 Review of Student Request for Approval of Continuing Education Activities

4.4.1 Student Name: Morgan Benson
Course Title: Delaware Agreement of Sale
Course Provider: Century 21 Gold Key Realty
Credit Hours: 3.0
Requesting Approval for Module: New Licensee Module 2

4.4.2 Student Name: Craig Nelson
Course Title: Delaware Agreement of Sale
Course Provider: Century 21 Gold Key Realty
Credit Hours: 3.0
Requesting Approval for Module: New Licensee Module 2

4.4.3 Student Name: Cheryl Roberts
Course Title: Ethics
Course Provider: Ward & Taylor
Credit Hours: 3.0
Requesting Approval for Module: New Licensee Module 1

*4.4.4 Student Name: Kevin McGowan
Course Title: Manufactured Buildings – New Perspectives; 3D Manufacturing
Course Provider: SIOR
Credit Hours: 3.0
Requesting Approval for Module: 7

*4.4.5 Student Name: Lauren Waesche

Course Title: Real Estate Professionalism
Course Provider: Sussex County Association of REALTORS®
Credit Hours: 3.0
Requesting Approval for Module: 7

- 4.5 Reconsideration of New Castle County Board of REALTORS Course Approval for “Real Estate Jeopardy”
- 4.6 Discussion Regarding Question and Answer Requirement on Course Outlines
- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – July 2, 2015 at 9:30 a.m.
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body’s meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.